

BAY AREA  **COUNCIL**

and

USC LUSK CENTER
ROSS PROGRAM IN
REAL ESTATE

are pleased to present the

2009

Bay Area Ross Program in Real Estate



USC UNIVERSITY OF
SOUTHERN CALIFORNIA



BAY AREA
FAMILY OF FUNDS

December 4, 2009

SAN FRANCISCO FERRY BUILDING
ONE FERRY BUILDING, PORT COMMISSION HEARING ROOM
SAN FRANCISCO, CA

WELCOME TO THE 2009 Bay Area Ross Program in Real Estate CASE COMPETITION AND LUNCHEON

Program

9:00 – 11:00 am: Team Development Case Competition Presentations

2009 Ross Program student teams will compete to redevelop the historic 16th Street Train Station in Oakland in this exciting case competition. Each team will have 15 minutes to present their proposed development vision, design, financial structure, and market analysis. Presentations will be followed by 10 minutes of questions from a panel of distinguished judges.

2009 Judges



Michael Barker
Chief Executive Officer
& Managing Director
Barker Pacific Group



Richard Green
Director, USC Lusk Center for Real Estate
University of Southern California



William Becker
Senior Vice President, Western Region
Comerica Bank



Michael Johnson
President
EM Johnson Interests



Kofi Bonner
Executive Vice President
Lennar Corporation



Bryant Sparkman
Vice President, Investments
MacFarlane Partners



Ramie Dare
Senior Developer
Mercy Housing

11:30 am – 1:00 pm: Ross Program Trophy Presentation and Closing Luncheon

Keynote Speaker: Kristin Gannon, Managing Director, Goldman Sachs & Co.

Join the 2009 Bay Area Ross Program participants, alumni, sponsors, and the many Bay Area real estate professionals who volunteered their expertise, as instructors and panelists, in this year's program. The panel of judges will announce the winning development proposal and award trophies to the winning 2009 Bay Area Ross Program case competition team. The awards will be accompanied by a luncheon to celebrate the graduation of our 2009 Ross Program class.



Case Competition

The 2009 Bay Area Ross Program team development site competition is an intense development simulation culminating in a head-to-head team competition presented to a panel of Bay Area real estate industry experts. The 2009 Ross Program class has been given two weeks to determine the highest and best use for the site and present their findings in the case competition.

We are proud to have partnered with the nonprofit, Restoration Association for Improving the Landmark 16th Street Station (RAILS), for the 2009 team development site competition. The RAILS vision is to create and implement a business plan for the rehabilitation and reuse of the historic 16th Street Train Station in Oakland, CA.



The Question

Your expert development team has been engaged to determine the highest and best use of parcels 1, 2, and 3 to create a financial situation to:

- Enable acquisition of parcels 1 and 2.
- Fund tenant improvements for a specific use of the historic 16th Street Train Station and fund ongoing operations and maintenance of the historic 16th Street Train Station.
- Determine the market value for parcel 3 to offer the developer.

Assumptions:

- Assume that the historic 16th Street Train Station is fully rehabilitated to core and shell ready conditions by a third party developer.

Team One: BDL²G

Brendan Leonard
Linda Herman
Greg Doxey
Leigh Zeitler
Dion Roberts

Team Two: Red Cap Partners

Edward Villanueva
Amabel Akwa-Asare
Chandra Egan
Katherine Williams
Catherine Phillips

Team Three: Central Station Developers

Jamila Jackson
Carmen Kelley
Andrea Waliszewski
Nik Lahiri

Team Four: All Aboard

Brent Butler
Emily Onglatco
Candice Gonzalez
Natasha Chalmers

Note: This is an academic case competition and is not meant to represent the views of any parties involved in the judging, sponsorship or development of the site.



THE BAY AREA ROSS PROGRAM IN REAL ESTATE

Panelists



William Berry
President
**University Associates –
NASA Ames Partnership**



Ray Carlisle
President
The Carlisle Companies



Rick Dishnica
President
The Dishnica Company, LLC



Brendan Dunnigan
Senior Vice President
HKS Architects



Donald Falk
Executive Director
**Tenderloin Neighborhood
Development Corporation**



Elizabeth Y. A. Ferguson
Managing Director
Drexel Oceania, LLC



Lisa Galley
Founder & Managing Principal
Galley Eco Capital



Kristin Gannon
Managing Director
Goldman, Sachs & Co.



Jack Gardner
President & CEO
The John Stewart Company



Steve Hanson
General Manager
Universal Paragon Corporation



Tom Hart
Executive Vice President
Manager, Shorenstein Family Office
Shorenstein Properties, LLC



Rick Holliday
President & Founder
Holliday Development



Linda Mandolini
Executive Director
Eden Housing



William O'Donnell
Senior Vice President
AMB Property Corporation



Rajiv Patel
Managing Director
Spear Street Capital



Susan Taymor Sagy
Managing Partner
W3 Partners



Elizabeth Seifel
President
Seifel Consulting, Inc.



Phil Tagami
Managing Partner
California Capital Group, Inc.



Stephen Van Dusen
Managing Director
Eastdil Secured



Bill Whitlow
Partner
TerraSearch Partners



Speakers



Michael Barker
Chief Executive Officer & Managing Director
Barker Pacific Group



Natalie Berg
President
NKB Strategies



Amanda Brown-Stevens
Director of Programs
Greenbelt Alliance



Ed Donaldson
Housing Counseling Director
**San Francisco Housing
Development Corporation**



Sam Enoka
President & Chief Financial Officer
Viasyn, Inc.



Liz Falletta
Assistant Clinical Professor
University of Southern California



Vince Gibbs
President
Train Station Partnership



Richard Green
Director, USC Lusk Center for Real Estate
University of Southern California



Peggy Jen
Senior Program Officer, Housing
Bay Area LISC



Michael Kloefkorn
Associate & Architect, LEED AP + Homes
Van Meter Williams Pollack, LLP



Allan Kotin
Principal
Allan D. Kotin & Associates



Sylvia Kwan
Founder & Chairman
Kwan Henmi Architects



Jason Morehouse
Senior Vice President, Acquisitions
Ellis Partners, LLC



Fred Pollack
Partner
Van Meter Williams Pollack



Chris Redfearn
Assistant Professor
University of Southern California



Tracey Seslen
Assistant Professor
University of Southern California



Kate Sherwood
Director, Commercial Project Development
Recurrent Energy



Lawrence Souza
Principal – Real Estate and
Financial Economist
Johnson Souza Group



Jonathan Stern
Assistant Deputy Director
Port of San Francisco



Jim Wunderman
President & Chief Executive Officer
Bay Area Council



Advisors

Case Competition Project Advisors



Stuart Gruendl
Chief Executive Officer
BayRock Residential, LLC



Katie O'Brien
Development Manager
Martin Building Company



Jeffrey Heller
President
Heller Manus Architects



Lawrence Souza
Principal – Real Estate and
Financial Economist
Johnson Souza Group

Executive Advisory Board

The Bay Area Ross Program Executive Advisory Board is comprised of Bay Area executive real estate professionals who are committed to providing leadership, advice and mentoring to ensure the continued success of the program.



Michael D. Barker
Chief Executive Officer & Managing Director
Barker Pacific Group



Stuart Gruendl
Chief Executive Officer
BayRock Residential, LLC



Natalie Berg, Ed.D.
President
NKB Strategies



James Kennedy
Redevelopment Director
Contra Costa County



Ginger L. Bryant
Chief Financial Officer
SARES REGIS Group of
Northern California, L.P.
Regis Homes of Northern California Inc.



Lawrence A. Souza CRE/FRICS/CCIM
Principal – Real Estate and
Financial Economist
Johnson Souza Group



Program Topics/Curriculum

Panel Discussions

Bay Area real estate professionals share their insight on timely topics in an interactive setting.

Sample 2009 Topics

Why Does Urban Real Estate Matter?

Opportunities in International Real Estate Investment

A Short History: The Evolution of Modern Day Lending (or Lack Thereof)

Careers in Real Estate: What to Do in the Current Market

Challenges and Opportunities in Affordable Housing: Today's Market

The Future of Sustainability in the Bay Area

Curriculum

The Ross Program offers an integrated, practical curriculum that focuses on a wide range of issues associated with real estate finance and development. It is fast paced and incorporates various teaching methods including lectures, case studies, workshops, and team projects.

Sample 2009 Topics

Week One

Real Estate Markets, Capital Markets and the
Macro-Economy

Urban Economics

Real Estate Finance 101

Real Estate Finance 102

Public/Private Partnerships

The Approval Process / Entitlements

Design Fundamentals/Charrette

Week Two

How Cities Are Developed

How Community Redevelopment Helps Build Affordable Housing

Public/Private Partnerships and the Community

Understanding Community and the Importance of
Community Support

Getting Started in Green Finance

Renewable Energy and Innovation in Real Estate

Understanding the Political-Economic Landscape and
Its Impact on Commercial Real Estate Investment

Market Distress: Uncertainty Now...or Opportunity?



Participants



Amabel Akwa-Asare has been with the San Francisco Redevelopment Agency since 2008, currently as Assistant Project Manager for the Hunters Point Shipyard Redevelopment Project Area. She is involved in managing Phase 1 of the Hunters Point Shipyard Redevelopment, which will comprise a total of 1,600 residential units (including a robust affordable housing program), 26 acres of open space and parks and an extensive community benefits package. Prior to entering the public sector, Amabel worked with nonprofit organizations in the field of microenterprise development, furthering economic development on an individual level. Before moving to the United States, Amabel worked as project management consultant and trainer in one of the leading project management consulting firms in Austria. Amabel holds a business degree from the University of Economics and Business Administration in Vienna, Austria and a master's degree in International Administration from the University of Miami, Coral Gables, Florida.



Since 2005, **Brent Butler** has served as a planner for local governments in Washington, Idaho and California. As a Community Development Director in Idaho he coordinated the public review of a nuclear power plant. In Washington, he was elected to the city council in Port Townsend and was steward of long range planning for the Jefferson County and City of Bainbridge Island governments as the lead Long Range Planner. His work includes permitting large projects, managing housing programs, and developing public private partnerships. In the nonprofit sector with Interim Community Development and the First Hill Community Council in Seattle, Brent sought environmental justice. In his most recent position he serves as the Planning Manager for the City of East Palo Alto. Brent received his undergraduate degree in chemistry from Williams College and graduate degrees in planning and design from the University of Washington, and Harvard.



Natasha Chalmers is a real estate lawyer (Senior Counsel) at Gordon & Rees LLP, who specializes in the transactional side of commercial real estate, including leasing (office, industrial and retail), purchase and sale, and financing. Prior to moving to San Francisco, she practiced as a UK lawyer (solicitor) in England. She is an active member of CREW SF (Commercial Real Estate Women) and is Co-Chair of Programs for the 2010 National Convention as well a member of the Membership Committee. She serves on the board of the British Benevolent Society, working with the British Consulate to assist British nationals in distress. She also volunteers with the American Red Cross (as a full-time volunteer during Hurricane Katrina and now on the Gala Committee, raising money and working with local consulates to host awareness receptions). Natasha obtained a B.A. in Economics and Law from the University of Exeter, England and attended law school at the College of Law, England. She enjoys skiing, sailing, tennis and spending time with friends and family.



Greg Doxey is originally from Michigan and has been working in the mortgage banking industry since 2003. During that time, he has gained experience working with direct lenders and has gained knowledge and understanding of secondary market trading of mortgages and commercial lending. Greg has also worked in the capacity of branch manager and was in charge of training new hire loan officers with Allfund/NFS Financial Solution, which was based in the Bayview area from 2005 to 2006. He has been an active organizer with the San Francisco Organizing Project, in which he worked on immigration reform, workforce development, health-care (Healthy San Francisco health plan), and housing, and was on the committee that negotiated the Community Benefits Agreement that secured 3,500 affordable housing units, \$30 million in down payment assistance funds, and \$18 million for workforce development. Greg loves the music scene of greater San Francisco and enjoys dining out at the many multi-ethnic restaurants in the area, as well as playing the drums on weekends.



Chandra Egan manages San Francisco's Inclusionary Housing Program through the Mayor's Office of Housing. She assists developers in complying with the City's Inclusionary Housing Ordinance and works with buyers and renters seeking affordable housing opportunities in one of the most expensive cities in the country. Chandra comes to the housing world after over 10 years of experience leading community-based education and job training programs in the Bronx and Alameda County. She believes that her passion for creating a fair and transparent affordable housing program comes from her experience working with families in search of stable and healthy housing. Chandra graduated from UC Davis in 1993 with a bachelor's degree in Political Science and from UC Berkeley in 2005 with a master's degree in City Planning.





Candice R. Gonzalez joined the Palo Alto Housing Corporation as the Executive Director in March 2008. Her duties involve over-seeing the overall strategic direction of the organization, including real estate development and financing, property and asset management, resident services, management of her staff of approximately 40 employees, administration of the City of Palo Alto's Below Market Rate (BMR) program, and general housing advocacy. Before joining PAHC, Candice worked as a real estate attorney and broker for over 10 years, primarily working with low-to-moderate income customers, minorities, and credit impaired borrowers. She owned and operated her own business in the San Francisco and Los Angeles areas. Her primary motivation in entering her new role is her genuine belief in the mission of the organization. As an immigrant from the Philippines, Candice moved to California when she was 4 years old. Her family, which includes three sisters, was a beneficiary of affordable housing. Affordable housing provided Candice and her family a stable environment and an opportunity to focus on important things like hard work and education. All four sisters have college degrees. Candice received her Bachelor of Arts in Psychology from the University of California at Berkeley and her Juris Doctor from UCLA School of Law.



Linda Herman offers exceptional outcome-oriented project facilitation services, providing the expertise to plan, coordinate and manage the design and construction process for busy clients. She works with a broad range of clientele; from businesses expanding or relocating their offices, to organizations planning for a new facility, to individuals building a new custom home. Her unique background blends design education and training with degrees in psychology and education. Her education includes a B.S. from the University of Massachusetts/Amherst and B.A. in Interior Design from the Academy of Art College in San Francisco. Prior to establishing Linda Herman Consulting in 2004, her experience included more than 10 years as a senior project manager with prestigious San Francisco design firms. Her areas of expertise include facilities strategic planning, budget development and control, and management of the design and construction processes. Linda is certified a Senior Co-Housing Facilitator, LEED-AP, and her practice is a WBE Certified Women's Business.



Jamila Burros Jackson is a Real Estate Development Project Manager with Community Housing Development Corporation of North Richmond. In this role, Jamila manages all aspects of each of her affordable housing development projects from site acquisition to construction completion. Jamila is a strong proponent of creating affordable housing and has been involved in this industry since 2003 after receiving her Master of Business Administration. Prior to starting her career in affordable housing, Jamila spent two years as a Financial/Reporting Analyst for a wealth management firm. In this role, she was responsible for analyzing clients' investment portfolios and providing pro forma and cash flow analysis.



Carmen Kelley was appointed in 2005 by Mayor Gavin Newsom to the Mayor's Hunter's Point Shipyard Citizen's Advisory Committee. Through this committee, Ms. Kelley collaborates with the Bayview/Hunter's Point community and the San Francisco Redevelopment Agency in overseeing the redevelopment of 500 acres of the Hunter's Point Naval Shipyard. In addition to serving the community in this role, Ms. Kelley works with various community leaders and organizations to provide college preparatory resources to the youth of Bayview/Hunter's Point. She is a Selection Committee Member for the University of California, Berkeley's Osher Foundation Incentive Awards, an academic scholarship for high achieving students from disadvantaged backgrounds. Bank of America has honored Ms. Kelley as a Local Hero for her outstanding leadership and civic contributions throughout the Bay Area. Ms. Kelley currently works for Morrison & Foerster LLP and is responsible for regionally managing lateral attorney recruiting for the firm's northern California offices. She graduated as a Chancellor's Circle Scholar from the University of California, Berkeley, receiving a B.A. in Legal Studies.



Nik Lahiri is the general manager at Essel Technology Services, Inc., an environmental consulting firm headquartered in the Bay Area. As a general manager, Nik has worked with various development companies throughout California, performing environmental site assessments and consulting on green construction projects. Building on his background in the environmental industry, Nik wanted to develop his knowledge of real estate development to further address his clients' needs. With the Ross Program under his belt, Nik is looking forward to partnering with various other local affordable housing developers to offer environmental services that aid affordable housing development and green construction in affordable housing.





Brendan Leonard is a land development specialist originally from Chicago. He officially began his career in land use & land development as an intern at a city planning office after attending both the United States Air Force Academy and Saint Mary's College. After acquiring, planning, and managing residential, mixed-use, and master-planned communities throughout the Sacramento region for various developers, he ventured out on his own and is now based in San Francisco. When not tending to his "little company that could" during the recession, he is increasing his participation in local land use organizations such as ULI, NAIOP, the CBIA and SPUR. Outside of professional endeavors, he plays lacrosse, loves to cook, lives for live music and has recently begun training again on the cello.



M. Emily Onglatco hails from the San Francisco Bay Area, which has been home since she moved to California from her native Philippines. Emily has been involved in the real estate industry, assisting clients initially when she was affiliated with a family-owned mortgage banking company, and eventually joining various title insurance companies as an escrow officer. Although the title insurance business is competitive, she prides herself not only on maintaining record closings, but also on providing personal customer service. Emily has won awards for her professionalism, including "Employee of the Year" and "Service Star Award", among others. In addition, she has consistently been a recipient of "The President's Club" and "Cable Car Award" honors for record achievements. In her spare time, Emily is involved in nonprofit organizations, volunteering her time and talents. She enjoys coordinating events, helping in school activities and sharing her graphic arts training in designing flyers and related media. Emily speaks Filipino and Chinese fluently and enjoys travel and photography.



Catherine Phillips entered the title industry in 2003. Leveraging her considerable experience in technology and sales, she offers results-oriented consulting and targeted research for her commercial real estate clients. Catherine is the former membership chair for Commercial Real Estate Women's Network in San Francisco, co-chairs the Next Generation Committee for the International Council of Shopping Centers, sits on the Young Leader Group Steering Committee for the Bay Area chapter of the Urban Land Institute, and co-founded the Commercial Real Estate Professionals Network. She is also a member of the San Francisco Elks Lodge Number 3 and serves her community working with New Door Ventures, a nonprofit located in San Francisco's Mission neighborhood. Catherine obtained her Bachelor of Science degree from Virginia Tech in 1999 and has been a resident of San Francisco since 1999.



A San Francisco native, **Dion Roberts** is pleased to have worked for the City's Human Services Agency for the past nine years. Through the Agency's partnership with the Mayor's Office of Housing, San Francisco Redevelopment Agency, and various affordable housing developers and community-based organizations, Dion has been involved in more than 15 affordable housing developments throughout San Francisco, many of which provided permanent housing opportunities for formerly homeless families with children. Dion is excited about participating in the Ross Program and anticipates that the increased knowledge and expertise will be put to good use in the City's ongoing commitment to affordable housing development. She is also happy to serve on the Justice and Courage Oversight Panel of the City's Department on the Status of Women. The panel is charged with overseeing policy for the City's response to domestic violence. Dion is a graduate of the University of San Francisco and holds a B.S. in Information Systems Management.



Edward Villanueva has been executing commercial real estate transactions for over twelve years. His experience includes advising and representing both investors and financial institutions. Edward has originated over \$500 million in commercial real estate loans and has also administered a commercial loan portfolio worth over \$1.0 billion for one of the top five banks in the nation. Prior to joining Chrysalis Capital, Edward worked for one of the nation's major 1031 Exchange facilitators, educating and guiding investors through the 1031 Exchange process for investment property. He is a California licensed attorney, a real estate broker and a Registered Principal of Chrysalis Capital Group LLC. Edward graduated from Ithaca College in 1991 with a B.S. in Finance, and then went on to earn a Juris Doctorate from Santa Clara University, School of Law in 1994.



Andrea Waliszewski started her career in the Interior Division of Hathaway Dinwiddie, where she acted as a project engineer for a two floor cold shell build out at the Levi Plaza and worked on several projects at the Embarcadero Towers. She was the project manager and also functioned as a design consultant for a \$100K remodel at 71 Stevenson. More recently, she has worked as a project manager for Peacock Construction where she managed a \$3 million multi building spec suite project at the Embarcadero Towers, several tenant improvement office space build outs, and a medical office at 450 Sutter. Andrea has a Bachelor of Science in Commerce degree in Operations Management Information Systems (OMIS) from Santa Clara University. She also completed both the Project Management and Construction Management programs at UC Berkeley Extension in the fall of 2007.





Katherine Williams just completed her Rose Architectural Fellowship at the San Francisco Housing Development Corporation and is now an Assistant Project Manager there. Her work is currently focused on construction and sales of an affordable mixed use condo project. She has also spent time monitoring very large development projects in her neighborhood and managing a community center renovation project. Katherine is on the board of Urban Ecology and edits the national magazine for the National Organization of Minority Architects (NOMA). She previously was the Director for *Forward*, the online quarterly publication of the AIA National Associates Committee. She also served on the 2006 AIA National Architecture Honor Awards jury and the AIA Richmond (Virginia) board of directors. Katherine graduated from Howard University and is a LEED Accredited Professional. When she is not spending time with her daughter, she is studying to earn her architecture license.



Leigh A. Zeitler has demonstrated exemplary leadership, negotiation, project management, financial analysis, real estate development and facilities project management skills and has implemented changes in various corporate finance, banking, and marketing functions. She has worked for the following Fortune 100 and 500 corporations: Oracle Corporation, Ford Motor Credit Company, Bank of America, California State Automobile Association Corporate Real Estate, and United Airlines. She has developed a real estate development business plan to provide commercial and residential real estate options both domestically and internationally. Leigh has worked in Project Management, monitoring three corporate real estate sites for AAA, located in San Francisco, Concord, and San Jose. She conducted real estate site reviews of 25,000 square ft. facilities and provided management, appraisers, and developers the status of site deliverables. Leigh is a CREW-SF scholarship recipient and is currently completing her MBA from Santa Clara University with expected graduation in March 2010. She graduated from the University of California at Berkeley with emphasis in International Trade, Management, and Politics.

Bay Area Ross Program Alumni Association

The Bay Area Ross Program Alumni Association meets monthly and provides excellent opportunities to remain up to date on program activities. To learn more, please visit the association's group on Facebook at <http://www.facebook.com/group.php?gid=9809444577>

Overview

The Bay Area Ross Program in Real Estate is a two-week, comprehensive educational program designed to provide urban developers with the technical expertise and access to resources necessary to develop significant urban real estate projects in their communities. Through the USC Lusk Center for Real Estate, the Ross Minority Program in Real Estate has trained over 600 participants who have played key roles in significant commercial, mixed-use, and housing developments throughout the nation. The program brings together professionals from the public, private, and nonprofit sectors who are interested in urban redevelopment and revitalization. Participants gain technical expertise and expand their understanding of the development process while building the networks necessary to succeed in urban real estate development and investment.

The Bay Area Council is a business-sponsored, CEO-led, public policy advocacy organization founded in 1945. Created as a way for the region's business community and like minded individuals to coordinate their efforts, the Bay Area Council is widely respected by elected officials, policy makers, and other civic leaders as the regional voice of business in the Bay Area. Today, more than 275 of the largest employers in the region support the Bay Area Council as members. The Council and its members focus on shaping public policy in areas such as transportation, land use, housing, resources (energy, water, and environment), education, and climate change.

The USC Lusk Center for Real Estate is where the private sector meets the diversity of the real estate industry, academia, public policy, community development and lifelong learning. The Lusk Center produces relevant and timely real estate research, supports educational programs for students and executives, and convenes professional forums that bring together academics, students, business executives, and community leaders.

The Bay Area Family of Funds is an initiative of the Bay Area Council, created to attract private investment into the region's underserved neighborhoods through Double Bottom Line private equity funds. These funds invest private capital in low- and moderate-income neighborhoods to produce market-rate returns for the investors (the First Bottom Line) and significant economic, social, and environmental returns (the Second Bottom Line). In addition, the Bay Area Family of Funds runs Double Bottom Line programs—the Bay Area Ross Program in Real Estate and the Bay Area Council Scholarship Program—which directly serve Bay Area low and moderate income (LMI) communities.



THE 2009 BAY AREA ROSS PROGRAM IN REAL ESTATE

Key Sponsors

Charles Schwab

CREW_{SF}



ELLIS PARTNERS LLC

NAVIGANT
CONSULTING

NHD HOUSING
COUNSELING AGENCY
A HUD APPROVED ORGANIZATION
Promoting
Community Development



ULI Urban Land Institute San Francisco

Contributors



PARTNERING WITH CALIFORNIA NEIGHBORHOODS



CALIFORNIA
CAPITAL & INVESTMENT
GROUP



One Firm WorldwideSM

Johnson Souza Group

NIXON PEABODY_{LLP}
ATTORNEYS AT LAW

RAILS

Restoration Association
for Improving the Landmark
16th Street Station



RONIN
Commercial Real Estate



A special thank you to the following:

Emily Finkel, Bay Area Council
Suzanne Robinson, Bay Area Council
Dawn Santos, University of Southern California
Kristina Schick, Bay Area Council
Larry Souza, Johnson Souza Group
Surlene Grant, RAILS
Scott Zengel, Bay Area Council

For more information please contact:

Scott Zengel
Vice President, Bay Area Family of Funds
Bay Area Council
201 California Street, Suite 1450
San Francisco, CA 94111
Phone: (415) 946-8716
Email: szengel@bayareacouncil.org

To learn more about the Bay Area Ross Program in Real Estate, please visit our recently updated website at www.bayarearossprogram.org